

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

January 23, 2008

The Real Estate Board Education Committee met on Wednesday, January 23, 2008, at the Department of Professional & Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
Byrl Taylor
Scott Gaeser
R. Schaefer Oglesby

Staff Members present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:10 p.m.

A motion was made, seconded and approved unanimously to approve the agenda.

The following actions were taken:

A. 3 new proprietary school applications were approved:

1. Focus on Space, Wimberley, TX
Contact: Nancy Wesson
2. Old Dominion Realty, Inc. DBA: Old Dominion Real Estate
Institute Harrisonburg, VA
Contact: Judith Linhoss or Pam Estes
3. Ed's Mentoring, Inc., Annandale, VA 22003
Contact: Ed Rooney

B. 156 continuing education course applications were reviewed, of these courses:

31 previously approved continuing education courses offered by approved schools were considered and approved.

1. 57440 Buyer Representation (On-line), 4 hours
Real Estate Related, Central Virginia
School of Real Estate
2. 57442 Introduction to Commercial Real Estate
(On-line), 4 hours Real Estate Related,
Central Virginia School of Real Estate
3. 57443 Real Estate Finance Today (On-line), 4
hours Real Estate Related, Central
Virginia School of Real Estate

4. 57444 Property Management and Managing Risk (On-line), 4 hours Real Estate Related, Central Virginia School of Real Estate
5. 57445 Real Estate and Taxes-What Every Agent Should Know (On-line), 4 hours Real Estate Related, Central Virginia School of Real Estate
6. 57446 Diversity and Doing Business (On-line), 4 hours Real Estate Related, Central Virginia School of Real Estate
7. 57447 Risk Management (On-line), 4 hours Real Estate Related, Central Virginia School of Real Estate
8. 57448 Fair Housing (On-line), 4 hours Fair Housing, Central Virginia School of Real Estate
9. 57463 Ethics and Real Estate (On-line), 4 hours Ethics and Standards of Conduct, Central Virginia School of Real Estate
10. 57472 The Facts of Underground Storage, 3 hours Legal Updates, Blue Ridge Association of Realtors
11. 57501 Homes For All - Serving People With Disabilities (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
12. 57502 Real Estate Agent/Mortgage Professional (On-line), 4 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
13. 57529 Government Regulation (On-line), 2 hours Real Estate Related, NVAR
14. 57530 Tax Free Exchanges (On-line), 4 hours Real Estate Related, NVAR
15. 57531 Ethics in Real Estate (On-line), 3 hours Ethics, NVAR
16. 57532 Consensual Dual Agency (On-line), 4 hours Real Estate Related, NVAR
17. 57533 Tax Advantages of Home Ownership (On-line), 8 hours Real Estate Related, NVAR
18. 57534 Pricing Property to Sell (On-line), 8 hours Real Estate Related, NVAR
19. 57535 Methods of Residential Finance (On-line), 8 hours Real Estate Related, NVAR
20. 57536 Mandatory Topics (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, NVAR
21. 57537 Basic Real Estate Finance (On-line), 8

- 22. 57546 hours Real Estate Related, NVAR
Ethics & Real Estate (On-line), 6 hours
Ethics & Standards of Conduct, Northern
Virginia Association of Realtors
- 23. 57547 Risk Management (On-line), 4 hours Real
Estate Related, Northern Virginia
Association of Realtors
- 24. 57631 The World of Warranties, 3 hours Real
Estate Related, New River Valley School of
Real Estate
- 25. 57659 The Facts of Underground Storage Tanks, 3
hours of Legal Updates, Piedmont School of
Real Estate
- 26. 57661 The Facts of Residential Oil Underground
Storage Tanks, 1 hour of Real Estate
Related, Piedmont School of Real Estate
- 27. 57673 Seller Representation; Bringing it All
Together, 3 hours Real Estate Related,
Peninsula Real Estate School
- 28. 57675 Seller Representation; Getting Started, 3
hours Real Estate Related, Peninsula Real
Estate School
- 29. 57677 Seller Representation; Marketing & Working
with Agents, 3 hours Real Estate Related,
Peninsula Real Estate School
- 30. 57679 Seller Representation; Preparing for the
Listing Appt, 3 hours Real Estate Related,
Peninsula School of Real Estate
- 31. 57715 1 Hour Contracts, 1 hour Real Estate
Contracts, Dulles Area Real Estate School

124 original applications for continuing education courses offered by approved schools were considered. Of these, 122 were approved outright, 1 was approved with reduced credit hours and conditioned on the receipt of additional course materials*, and 1 was approved conditioned on the receipt of additional course materials**.

- 1. 57399 Ethics and Standards of Conduct, 3 hours of
Ethics & Standards of Conduct, 1 hour of
Real Estate Related, Central Virginia School
of Real Estate
- 2. 57401 Foreclosure Procedures under Virginia Law, 3
hours Real Estate Related, NVAR
- 3. 57403 Creating a Web Presence for the Real Estate
Agent, 1 hour Real Estate Related, Lorman
Business Institute, Inc.
- 4. 57404 Loan Underwriting (On-line), 3 hours Real
Estate Related, McKissock, LP

5. 57412 Ethics and Standards of Conduct/Current Industry Issues, 3 hours Ethics and Standards of Conduct, Master Institute
6. 57423 Agency Law, 3 hours Real Estate Agency, Master Institute
7. **57425 Fair Housing, 3 hours Fair Housing, Master Institute (Need Fair Housing Cases)
8. 57427 Real Estate Law, 3 hours Legal Updates, Master Institute
9. 57464 What You Should Know About Commercial Leasing, 4 hours Real Estate Related, Institute for Continuing Education
10. 57465 What You Should Know About the Environment, 4 hours Real Estate Related, Institute for Continuing Education
11. 57466 What You Should Know About Custom Homes, 4 hours Real Estate Related, Institute for Continuing Education
12. 57468 Real Estate & Related Investments in IRA's Qualified Plans (On-line), 4 hours Real Estate Related, McKissock, LP
13. 57470 The Short Sales Option for Loan Work-Outs, 1 hour Real Estate Related, RE/MAX Olympic Education Center
14. 57474 Fair Housing, 2 hours Fair Housing, Provident School of Real Estate
15. 57477 Real Estate Settlement Procedures Act and Real Estate Fraud, 2 hours Real Estate Related, McKissock, LP
16. 57482 Land Use Law: Current Issues in Subdivision, Annexation, 7 hours Real Estate Related, National Business Institute
17. 57483 Real Estate Agency, 2 hours Real Estate Agency, Provident School of Real Estate
18. 57486 Even Odder: More Oddball Appraisals, 4 hours Real Estate Related, McKissock, LP
19. 57487 Understanding Factory-Built Housing (On-line), 4 hours Real Estate Related, McKissock, LP
20. 57488 Construction Details and Trends (On-line), 4 hours Real Estate Related, McKissock, LP
21. 57489 Fair Housing Advertising, 3 hours Fair Housing, Central Virginia School of Real Estate
22. 57491 Build Your Financial House, 3 hours Real Estate Related, Central Virginia School of Real Estate

23. 57493 Risk Management (On-line), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
24. 57494 Marketing to an Aging Population: Tips for Real Estate Agents, 1 hour Real Estate Related, Lorman Business Center, Inc.
25. 57495 The Fundamentals of Construction Contracts: Understanding the Issues, 8 hours Real Estate Related, Lorman Business Center, Inc.
26. 57496 Real Estate Broker Management, 8 hours Broker Supervision & Management, Kirks Institute
27. 57497 The New Virginia Residential Property Disclosure Statement, 1 hour Real Estate Related, MBH Settlement Group, L.C.
28. 57499 The Newest Appraisal and Financing Contingencies, 1 hour Real Estate Related, MBH Settlement Group, L.C.
29. 57503 2 HR Residential Energy Training for Realtors, 2 hours Real Estate Related, Alpha College of Real Estate
30. 57505 1 HR Residential Energy Training for Realtors, 1 hour Real Estate Related, Alpha College of Real Estate
31. 57507 2 HR Oops Things I Wish I Knew, 2 hours Real Estate Related, Alpha College of Real Estate
32. 57509 1 HR Oops Things I Wish I Knew, 1 hour Real Estate Related, Alpha College of Real Estate
33. 57511 Marketing 101- Building Brand, 2 hours Real Estate Related, Alpha College of Real Estate
34. 57521 Understanding the Basics of Real Estate Auctions, 3 hours Real Estate Related, The Chuck & Buddy College of Business Knowledge
35. 57526 Fair Housing-Law of the Land (On-line), 3 hours Fair Housing, American School of Real Estate Express, LLC
36. 57539 Commercial Real Estate Leases, 1 hour Ethics & Standards of Conduct, 7 hours Real Estate Contracts, 5 hours Real Estate Related, Law Seminars Internat'l (**Retro Approval to 10/18/07**)
37. 57566 Title Law in Virginia, 6 hours Legal Updates, 1 hour Ethics & Standards of Conduct, NBI, Inc.
38. 57567 Earn More, Work Less, 6 hours Real Estate Related, VAR
39. 57570 Impact of Leverage on Real Estate, 4 hours Real Estate Related, VAR

- 40. 57573 Practical Navigation for RLI, 8 hours Real Estate Related, VAR
- 41. 57575 Property or Business Interruption, 2 hours Real Estate Related, VAR
- 42. 57578 "New" 2006 Regional Sales Contract - What's Working What's Not, 2 hours Real Estate Related, MBH Settlement Group
- 43. 57585 Foreclosures, REO's, & Short Sales - a Primer, 2 hours Real Estate Related, MBH Settlement Group, L.C.
- 44. 57587 Foreclosures, REO's, & Short Sales - a Primer, 3 hours Real Estate Related, MBH Settlement Group, L.C.
- 45. 57589 Office Administration Issues in the Real Estate Industry, 8 hours Broker Management, Moseley-Flint Schools of Real Estate
- 46. 57591 Leading with the Heart, The Coach "K" Way, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 47. 57593 Home Construction, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
- 48. 57595 Preparing Your Listing for the Buyer's Home Inspection, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 49. 57597 How to Keep Yourself & Your Broker Out of Court, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 50. 57599 Risk Mgmt/"Tech" Talk on Poly. Pipes, EIF's, Alum. Wiring, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 51. 57601 Risk Mgmt 201/New Home Constr. Inspections- Why Bother?, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 52. 57603 Home Construction, 2 hours Real Estate Related, Long & Foster Institute of Real Estate
- 53. 57605 Topics in Home Inspections, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
- 54. 57607 Environmental Issues, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 55. 57609 Risk Management - Red Flags, 2 hours Real Estate Related, Long & Foster Institute of Real Estate
- 56. 57611 Positive Leadership, 4 hours Broker Management, Long & Foster Institute of Real

- Estate
- 57. 57612 The Profitable Office (Broker Management), 4 hours Broker Management, Long & Foster Institute of Real Estate
 - 58. 57613 Recruiting in the Real World (Broker Management), 4 hours Broker Management, Long & Foster Institute of Real Estate
 - 59. 57614 Understanding The Retail Real Estate Market, 7 hours Real Estate Related, Long & Foster Institute of Real Estate
 - 60. 57616 Generational Marketing, 3 hours Real Estate Related, Montague Miller Real Estate Academy
 - 61. 57618 Virginia Agency Law Review, 1 hour Real Estate Agency, Montague Miller Real Estate Academy
 - 62. 57619 Property Management, 4 hours Real Estate Related, NVAR
 - 63. 57620 RRG: Weathering A Stormy Transaction, 3 hours Real Estate Related, NVAR
 - 64. 57621 Negotiating by the Courts, 3 hours Real Estate Related, NVAR
 - 65. 57622 Negotiations, 3 hours Real Estate Related, NVAR
 - 66. 57623 Affordable Mortgage Solutions for Today's Homebuyers, 3 hours Real Estate Related, NVAR
 - 67. 57624 RRG: Anti-Trust and You, 3 hours Real Estate Related, NVAR
 - 68. 57625 The Rules & Tools of Advertising - Part I, 3 hours Real Estate Related, NVAR
 - 69. 57626 The Rules & Tools of Advertising - Part II, 3 hours Real Estate Related, NVAR
 - 69. 57627 Basic Finance for Real Estate, 4 hours Real Estate Related, Prince William Association of Realtors
 - 70. 57629 Unconventional Transactions, 3 hours Real Estate Contracts, Prince William Association of Realtors
 - 71. 57637 "Green Building for Realtors", 3 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
 - 72. *57639 Ethics in Real Estate (online), 4 hours Ethics & Standards of Conduct, New River Valley Association of Realtors
 - 73. 57640 Certified Luxury Home Marketing Specialist Training: Understanding and Better Meeting the Needs of Affluent Buyers and Sellers, 8 hours Real Estate Related, NVAR

- 74. 57641 Is There Green in "Green"?, 1 hour Real Estate Related, Alpha College of Real Estate
- 75. 57643 Realty Executives Prospecting, 3 hours Real Estate Related, Alpha College of Real Estate
- 76. 57645 Realty Executives Goal Setting, 3 hours Real Estate Related, Alpha College of Real Estate
- 77. 57647 Realty Executives Qualifying the Sellers, 3 hours Real Estate Related, Alpha College of Real Estate
- 78. 57649 Realty Executives CMA, 3 hours Real Estate Related, Alpha College of Real Estate
- 79. 57651 Realty Executives Listing Presentation, 3 hours Real Estate Related, Alpha College of Real Estate
- 80. 57653 Realty Executives Working with Buyers, 2 hours Real Estate Related, 1 hour Real Estate Agency, Alpha College of Real Estate
- 81. 57655 Realty Executives Buyer Consultation, 3 hours Real Estate Related, Alpha College of Real Estate
- 82. 57657 Realty Executives Offer to Purchase / Contracts, 3 hours Real Estate Contracts, Alpha College of Real Estate
- 83. 57663 Foreclosure: Prevention & Opportunities for Buyer Clients, 8 hours Real Estate Related, Alpha College of Real Estate
- 84. 57665 Supervision of IC Realtors in the Commonwealth of Virginia, 4 hours Broker Management, MAI Institute
- 85. 57666 Managing A Successful Real Estate Office, 4 hours Brokers Management, MAI Institute
- 86. 57667 Real Estate Law, 3 hours Legal Updates, New Millennium University
- 87. 57669 Agency Law, 3 hours Agency Law, New Millennium University
- 88. 57671 Fair Housing, 3 hours Fair Housing, New Millennium University
- 89. 57689 Prospecting for Success, 3 hours Real Estate Related, New Millennium University
- 90. 57691 Real Estate Finance, 3 hours Real Estate Related, New Millennium University
- 91. 57693 Offer to Purchase Agreement, 3 hours Real Estate Contracts, New Millennium University
- 92. 57695 Ethics for New Agents, 3 hours Ethics and Standards of Conduct, New Millennium University
- 93. 57697 Listing Process, 3 hours Real Estate Related, New Millennium University

94. 57699 Working with Buyers, 3 hours Real Estate Related, New Millennium University
95. 57701 Business Planning, 3 hours Real Estate Related, New Millennium University
96. 57710 Real Estate Relocation, 4 hours Real Estate Related, New Millennium University
97. 57712 Virginia Agency Law, The Fair Housing Law & Legal Updates & Emerging Trends, 2 hours Fair Housing, 1 hour Legal Updates and 1 hour Real Estate Agency, New Millennium University
98. 57713 RE Ethics: Following the NAR Code & Understanding Controls, 3 hours Ethics and Standards of Conduct and 1 hour Real Estate Contracts, New Millennium University
99. 57714 Property Valuation for Experienced Real Estate Agents, 2 hours Real Estate Related, Dulles Area Real Estate School
100. 57716 The Short Sale, 2 hours Real Estate Related, Dulles Area Real Estate School
101. 57718 Short Sale Strategies, 2 hours Real Estate Related, CBRB School of Real Estate
102. 57720 Short Sale Strategies, 3 hours Real Estate Related, CBRB School of Real Estate
103. 57722 Understanding Reverse Mortgages, 2 hours Real Estate Related, RAR
104. 57724 Powerful Listing Presentations, 2 hours Real Estate Related, RAR
105. 57726 4 Simple Steps to Diffuse Difficult People, 2 hours Real Estate Related, RAR
106. 57728 A Workshop on Ethical Decision Making for Virginia Licensees, 3 hour Ethics & Standards of Conduct, VAR
107. 57730 ABC's of XYZ's - Bridging the Marketing Generation Gap, 7 hours Real Estate Related, VAR
108. 57732 Harnessing the Power - ABR Elective, 7 hours Real Estate Related, Peninsula Real Estate School
109. 57735 Creating the Buzz- Word of Mouth Marketing, 3 hours Real Estate Related, VAR
110. 57737 Fundamentals of Real Estate Technology, 6 hours Real Estate Related, VAR
111. 57740 Legal Update 2008 - 1 hour, 1 hour Legal Update, VAR
112. 57742 Legal Update 2008 - 2 hours, 2 hours Legal Updates, VAR
113. 57744 Today's Technology, 3 hours Real Estate Related, VAR

- 114. 57746 Money Talks/Compensation Issues, 2 hours
Legal Updates, VAR
- 115. 57748 ABR Core Course, 1 hour Legal Updates, 2
hours Fair Housing, 3 hours Ethics &
Standards of Conduct, 4 hours Agency, 1
hour Contracts, 3 hours Real Estate Related,
RAR
- 116. 57751 Realty Security, 2 hours Real Estate
Related, VAR
- 117. 57753 Money Talks/Compensation Issues, 2 hours
Broker Management, VAR
- 118. 57754 Realty Security, 3 hours Real Estate
Related, VAR
- 119. 57756 Short Sales/Foreclosure, 2 hours Real Estate
Contracts, VAR
- 120. 57758 Short Sales/Foreclosure, 2 hours Broker
Management, VAR
- 121. 57759 Tech Tools to Change the Rules, 3 hours Real
Estate Related, VAR
- 122. 57761 Ten Steps to a Successful Eviction, 2 hours
Real Estate Related, VAR
- 123. 57763 Ten Steps to a Successful Eviction, 2 hours
Broker Management, VAR

1 original application for a continuing education course for a school with a pending proprietary school application was considered and was denied because the course content was not germane to the real estate industry or the requirements for licensure renewal.

- 1. 57560 Arrange Your Listing for Success, 2 hours
Real Estate Related, Focus On Space

C. 188 post license education course applications were reviewed, of these courses:

87 previously approved post license education courses offered by approved schools were considered and approved.

- 1. 57405 Land Development (Development) (On-line),
1 hour Commercial Real Estate Elective
Topics, Central Virginia School of Real
Estate
- 2. 57414 Franchising (On-line), 1 hour Commercial
Real Estate Elective Topics, Central
Virginia School of Real Estate
- 3. 57415 Hospitality/Entertainment (On-line), 1
hour Commercial Real Estate Elective

- Topics, Central Virginia School of Real Estate
4. 57416 Consulting Services (On-line), 1 hour
Commercial Real Estate Elective Topics,
Central Virginia School of Real Estate
 5. 57417 Market Research (On-line), 2 hours
Commercial Real Estate Elective Topics,
Central Virginia School of Real Estate
 6. 57418 Contract Writing (Contract Writing:
Handling Customer Deposits; Agency) (On-
line), 3 hours Commercial Real Estate
Mandatory Topics, Central Virginia School
of Real Estate
 7. 57419 Property Owners' and Condo Association Law
(Property Owners' and Condo. Ass. Law;
etc.) (On-line), 3 hours Commercial Real
Estate Elective Topics, Central Virginia
School of Real Estate
 8. 57420 Listing Property; Leasing Property;
Current Industry Issues and Trends, 3
hours Commercial Real Estate Elective
Topics, Central Virginia School of Real
Estate
 9. 57421 Land Development (Land) (On-line), 3 hours
Commercial Real Estate Elective Topics,
Central Virginia School of Real Estate
 10. 57422 Government Relations/Government Programs
(On-line), 1 hour Commercial Real Estate
Elective Hours, Central Virginia School of
Real Estate
 11. 57430 Board Regulations and Statutes (Board
Regulations and Statutes; Escrow
Management and Accounting; Ethics) (On-
line), 4 hours Property Management
Mandatory Topics, Central Virginia School
of Real Estate
 12. 57431 Commercial Sales (Sales) (On-line), 3
hours Commercial Real Estate Elective
Topics, Central Virginia School of Real
Estate
 13. 57432 Property Management (On-line), 2 hours
Commercial Real Estate Elective Topics,
Central Virginia School of Real Estate
 14. 57433 Leasing (On-line), 4 hours Commercial Real
Estate Elective Topics, Central Virginia
School of Real Estate
 15. 57434 Finance (On-line), 2 hour Commercial Real
Estate Elective Topics, Central Virginia
School of Real Estate

16. 57435 Contractor/Maintenance Employee Relationships (On-line), 2 hours Property Management Real Estate Elective Topics, Central Virginia School of Real Estate
17. 57436 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
18. 57437 Rental Marketing (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
19. 57438 Understanding Property Owner's and Condo Associations (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
20. 57439 Virginia Residential Landlord/Tenant Act and Fair Housing (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
21. 57441 Virginia Technology (Technology)(On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
22. 57449 Contract Writing and Agency (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
23. 57450 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
24. 57451 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
25. 57452 Ethics (Ethics and Standards of Conduct)(On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
26. 57453 Appraisals; Structures and Construction Process; Uniform Code (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
27. 57454 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
28. 57455 Tenant/Landlord Relationships (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
29. 57456 Offer to Purchase (On-line), 3 hours

30. 57457 Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate Virginia Finance (Finance) (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
31. 57458 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
32. 57459 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
33. 57460 Business Planning (On-line), 2 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
34. 57461 Virginia Land Use Issues (Land Use Issues) (On-line), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
35. 57462 Property Valuation and Listing Process (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
36. 57473 The Facts of Underground Storage (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Blue Ridge Association of Realtors
37. 57513 Leasing, 4 hours Commercial Real Estate Elective Topics, NVAR
38. 57514 Property Management, 2 hours Commercial Real Estate Elective Topics, NVAR
39. 57515 Government Regulations (Government Relations/Government Programs), 1 hour Commercial Real Estate Elective Topics, NVAR
40. 57516 Land Development (Land), 3 hours Commercial Real Estate Elective Topics, NVAR
41. 57517 Development, 1 hour Commercial Real Estate Elective Topics, NVAR
42. 57518 Rental Marketing (On-line), 2 hours Property Management Elective Topics, NVAR
43. 57519 Current Industry Issues & Trends (On-line), 2 hours Property Management Elective Topics, NVAR
44. 57520 Tenant/Landlord Relationships (On-line), 2 hours Property Management Elective Topics, NVAR

45. 57525 Understanding Property Owners & Condo Associations (On-line), 2 hours Property Management Elective Topics, NVAR
46. 57528 Contractor/Maintenance Employee Relationship (On-line), 2 hours Property Management Elective Topics, NVAR
47. 57540 Market Research (On-line), 2 hours Commercial Real Estate Elective Topics, NVAR
48. 57541 Consulting Services (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
49. 57542 Hospitality/Entertainment (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
50. 57543 Franchising (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
51. 57544 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, NVAR
52. 57545 Sales (On-line), 3 hours Commercial Real Estate Elective Topics, NVAR
53. 57548 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends)(On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
54. 57549 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
55. 57550 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
56. 57551 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
57. 57552 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
58. 57553 Finance (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
59. 57554 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, NVAR
60. 57555 Technology (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
61. 57556 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
62. 57557 Property Valuation (On-line) (Property Valuation/Listing Process), 3 hours

- Residential Real Estate Elective Topics,
NVAR
63. 57558 Business Planning (On-line), 2 hours
Residential Real Estate Elective Topics,
NVAR
64. 57559 Finance (Online), 2 hours Commercial Real
Estate Elective Topics, NVAR
65. 57632 The World of Warranties (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, New River Valley School
of Real Estate
66. 57660 The Facts of Underground Storage Tanks
(Real Estate Law), 3 hours Residential
Real Estate Mandatory Topics, Piedmont
School of Real Estate
67. 57662 The Facts of Residential Oil Underground
Storage Tanks (Other Real Estate Related),
1 hour Residential Real Estate Elective
Topics, Piedmont School of Real Estate
68. 57664 Foreclosure: Prevention & Opportunities
for Buyer Clients (Other Real Estate
Related), 4 hours Residential Real Estate
Elective Topics, Alpha College of Real
Estate
69. 57674 Seller Representation; Bringing it All
Together (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, Peninsula Real Estate School
70. 57676 Seller Representation; Getting Started
(Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Peninsula Real Estate School
71. 57678 Seller Representation; Marketing & Working
with Agents (Other Real Estate Related), 3
hours Residential Real Estate Elective
Topics, Peninsula Real Estate School
72. 57680 Seller Representation; Preparing for the
Listing Appt (Other Real Estate Related),
3 hours Residential Real Estate Elective
Topics, Peninsula Real Estate School
73. 57681 Sales (On-line), 3 hours Commercial Real
Estate Elective Topics, Virginia
Educators-Century 21 Battlefield
74. 57682 Leasing (On-line), 4 hours Commercial Real
Estate Elective Topics, Virginia
Educators-Century 21 Battlefield
75. 57683 Property Management (On-line), 2 hours
Commercial Real Estate Elective Topics,
Virginia Educators-Century 21 Battlefield

76. 57684 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
77. 57685 Virginia Real Estate: Finance(Finance) (On-line), 3 hours Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
78. 57686 Virginia Real Estate: Selling Process (Selling Process)(On-line), 3 hours Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
79. 57687 Virginia Real Estate: Technology (Technology)(On-line), 3 hours Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
80. 57688 Virginia Real Estate: Business Planning (Business Planning) (On-line), 2 hours Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
81. 57703 Virginia Real Estate: Property Valuation/Listing Process (Property Valuation/Listing Process) (On-line), 3 hours Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
82. 57704 Virginia Real Estate: Land Use Issues (Land Use Issues) (On-line), 1 hour Residential Real Estate Elective Topics, Virginia Educators-Century 21 Battlefield
83. 57705 Virginia Real Estate: Offer to Purchase (Offer to Purchase) (On-line), 3 hours Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield
84. 57706 Virginia Real Estate: Agency Law (Agency Law) (On-line), 3 hours Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield
85. 57707 Virginia Real Estate: Fair Housing (Fair Housing) (On-line), 3 hours Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield
86. 57708 Virginia Real Estate: Real Estate Law (Real Estate Law) (On-line), 3 hours Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield
87. 57709 Virginia Real Estate: Ethics & Standards of Conduct (Ethics & Standards of Conduct)

(On-line), 3 hours Residential Real Estate
Mandatory Topics, Virginia Educators-
Century 21 Battlefield

100 original applications for post license courses offered by approved schools were considered. Of these, 99 were approved outright, and 1 was approved conditioned on the receipt of additional course materials*.

1. 57209 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
2. 57400 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
3. 57402 Foreclosure Procedure under Virginia Law (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
4. 57406 Land Use (Land Use Issues), 3 hours Residential Real Estate Elective Topics, Master Institute
5. 57407 Business Planning, 3 hours Residential Real Estate Elective Topics, Master Institute
6. 57408 Technology, 3 hours Residential Real Estate Elective Topics, Master Institute
7. 57409 Selling Process, 3 hours Residential Real Estate Elective Topics, Master Institute
8. 57410 Property Valuation/Listing Process, 3 hours Residential Real Estate Elective Topics, Master Institute
9. 57411 Finance, 3 hours Residential Real Estate Elective Topics, Master Institute
10. 57413 Ethics and Standards of Conduct/Current Industry Issues, 3 hours Residential Real Estate Mandatory Topics, Master Institute
11. 57424 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Master Institute
12. *57426 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Master Institute (Need Fair Housing Cases)
13. 57428 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Master Institute
14. 57429 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, Master Institute
15. 57467 Fundamentals of Commercial Real Estate (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, NVAR

16. 57471 The Short Sales Option for Loan Work-Outs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RE/MAX Olympic Education Center
17. 57475 Fair Housing, 2 hours Residential Real Estate Mandatory Topics, Provident Schools of Real Estate
18. 57484 Real Estate Agency, 2 hours Residential Real Estate Mandatory Topics, Provident School of Real Estate
19. 57490 Fair Housing Advertising (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
20. 57492 Build Your Financial House, (Finance) 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
21. 57498 The New Virginia Residential Property Disclosure Statement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
22. 57500 The Newest Appraisal and Financing Contingencies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
23. 57504 2 HR Residential Energy Training for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
24. 57506 1 HR Residential Energy Training for Realtors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
25. 57508 2 HR Oops Things I Wish I Knew (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
26. 57510 1 HR Oops Things I Wish I Knew (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
27. 57512 Marketing 101 - Building Brand (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
28. 57522 Understanding the Basics of Real Estate Auctions (Selling Process), 3 hours

- Residential Real Estate Elective Topics,
The Chuck & Buddy College of Business
Knowledge
29. 57523 Understanding the Basics of Real Estate Auctions (Other Real Estate Related), 3 hours Property Management Elective Topics, The Chuck & Buddy College of Business Knowledge
 30. 57524 Understanding the Basics of Real Estate Auctions (Sales), 3 hours Commercial Real Estate Elective Topics, The Chuck & Buddy College Business Knowledge
 31. 57527 Fair Housing - Law of the Land (Fair Housing)(On-line), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express, LLC
 32. 57568 Earn More, Work Less (Technology), 4 hours Residential Real Estate Elective Topics, VAR
 33. 57569 Earn More, Work Less (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 34. 57571 Impact of Leverage on Real Estate (Finance), 4 hours Commercial Real Estate Elective Topics, VAR
 35. 57572 Practical Navigation for RLI (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
 36. 57574 Practical Navigation for RLI (Land Use Issues), 4 hours Residential Real Estate Elective Topics, VAR
 37. 57576 Property or Business Interruption (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
 38. 57577 Risky Business (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
 39. 57579 "New" 2006 Regional Sales Contract - What's Working What's Not (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group L.C.
 40. 57586 Foreclosures, REO's & Short Sales (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
 41. 57588 Foreclosures, REO's & Short Sales (Ethics & Standards of Conduct), 3 hours

- Residential Real Estate Mandatory Topics,
MBH Settlement Group, L.C.
42. 57590 How-To-Do A 1031 Tax-Deferred Exchange
(Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics,
Moseley-Flint Schools of Real Estate
43. 57592 Leading with the Heart, The Coach "K" Way
(Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
Long & Foster Institute of Real Estate
44. 57594 Home Construction (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, Long & Foster Institute
of Real Estate
45. 57596 Preparing Your Listing for the Buyer's
Home Inspection (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, Long & Foster Institute
of Real Estate
46. 57598 How to Keep Yourself & Your Broker Out of
Court (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics,
Long & Foster Institute of Real Estate
47. 57600 Risk Mgmt/"Tech" Talk on Poly. Pipes,
EIF's, Alum. Wiring (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, Long & Foster Institute of
Real Estate
48. 57602 Risk Mgmt 201/New Home Constr. Inspections-
Why Bother? (Other Real Estate Related), 1
hour Residential Real Estate Elective
Topics, Long & Foster Institute of Real
Estate
49. 57604 Home Construction (Other Real Estate
Related), 2 hours Residential Real Estate
Elective Topics, Long & Foster Institute
of Real Estate
50. 57606 Topics in Home Inspections (Other Real
Estate Related), 3 hours Residential Real
Estate Elective Topics, Long & Foster
Institute of Real Estate
51. 57608 Environmental Issues (Other Real Estate
Related), 1 hour Residential Real Estate
Elective Topics, Long & Foster Institute
of Real Estate
52. 57610 Risk Management - Red Flags (Other Real
Estate Related), 2 hours Residential Real
Estate Elective Topics, Long & Foster
Institute of Real Estate

- 53. 57615 Understanding The Retail Real Estate Market (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, Long & Foster Institute of Real Estate
- 54. 57617 Generational Marketing (Selling Process), 3 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
- 55. 57628 Basic Finance for Real Estate (Finance), 4 hours Residential Real Estate Elective Topics, Prince William Association of Realtors
- 56. 57630 Unconventional Transactions (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
- 57. 57638 "Green Building For Realtors" (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB School of Real Estate
- 58. 57642 Is There Green in "Green"? (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics, Alpha College of Real Estate
- 59. 57644 Realty Executives Prospecting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 60. 57646 Realty Executives Goal Setting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 61. 57648 Realty Executives Qualifying the Seller (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 62. 57650 Realty Executives CMA (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 63. 57652 Realty Executives Listing Presentation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 64. 57654 Realty Executives Working with Buyers (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

- 65. 57656 Realty Executives Buyer Consultation
(Other Real Estate Related), 3 hours
Residential Real Estate Elective Topics,
Alpha College of Real Estate
- 66. 57658 Realty Executives Offer to Purchase
/Contracts (Offer to Purchase), 3 hours
Residential Real Estate Mandatory Topics,
Alpha College of Real Estate
- 66. 57668 Real Estate Law, 3 hours Residential Real
Estate Mandatory Topics, New Millennium
University
- 67. 57670 Agency Law, 3 hours Residential Real
Estate Mandatory Topics, New Millennium
University
- 68. 57672 Fair Housing, 3 hours Residential Real
Estate Mandatory Topics, New Millennium
University
- 69. 57690 Prospecting for Success (Other Real Estate
Related) 3 hours Residential Real Estate
Elective Topics, New Millennium University
- 70. 57692 Real Estate Finance (Finance), 3 hours
Residential Real Estate Elective Topics,
New Millennium University
- 71. 57694 Offer to Purchase Agreement (Offer to
Purchase), 3 hours Residential Real Estate
Mandatory Topics, New Millennium
University
- 72. 57696 Ethics for New Agents (Ethics and
Standards of Conduct), 3 hours Residential
Real Estate Mandatory Topics, New
Millennium University
- 73. 57698 Listing Process (Property Valuation/
Listing Process), 3 hours Residential Real
Estate Elective Topics, New Millennium
University
- 74. 57700 Working with Buyers (Other Real Estate
Related), 3 hours Residential Real Estate
Elective Topics, New Millennium University
- 75. 57702 Business Planning, 3 hours Residential
Real Estate Elective Topics, New
Millennium University
- 76. 57711 Real Estate Relocation (Other Real Estate
Related), 4 hours Residential Real Estate
Elective Topics, New Millennium University
- 77. 57717 The Short Sale (Finance), 2 hours
Residential Real Estate Elective Topics,
Dulles Area Real Estate School
- 78. 57719 Short Sale Strategies (Other Real Estate
Related), 2 hours Residential Real Estate

- Elective Topics, Coldwell Banker School of Real Estate
79. 57721 Short Sale Strategies (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Coldwell Banker School of Real Estate
 80. 57723 Understanding Reverse Mortgages (Finance), 2 hours Residential Real Estate Elective Topics, RAR
 81. 57725 Powerful Listing Presentations (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
 82. 57727 4 Simple Steps to Diffuse Difficult People (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
 83. 57729 A Workshop on Ethical Decision Making for Virginia Licensees (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
 84. 57731 ABC's of XYZ's - Bridging the Marketing Generation Gap (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
 85. 57733 Harnessing the Power - ABR Elective (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
 86. 57734 ABC's of XYZ's - Bridging the Marketing Generation Gap (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
 87. 57736 Creating the Buzz - Word of Mouth Marketing (Selling Process), 3 hours Residential Real Estate Elective Topics, VAR
 88. 57738 Fundamentals of Real Estate Technology (Technology), 4 hours Residential Real Estate Elective Topics, VAR
 89. 57739 Fundamentals of Real Estate Technology (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 90. 57741 Legal Update 2008 - 1 hour (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
 91. 57743 Legal Updates 2008 - 2 Hours (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR

92. 57745 Today's Technology (Technology), 3 hours Residential Real Estate Elective Topics, VAR
93. 57747 Money Talks/Compensation Issues (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
94. 57749 ABR Core Course (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, RAR
95. 57752 Realty Security (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
96. 57755 Realty Security (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
97. 57757 Short Sales/Foreclosure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
98. 57760 Tech Tools to Change the Rules (Technology), 3 hours Residential Real Estate Elective Topics, VAR
99. 57762 Ten Steps to a Successful Eviction (Tenant Landlord Relationships), 2 hours Property Management Elective Topics, VAR

1 original application for a post license education course for a school with a pending proprietary school application was considered and was denied because the course content was not germane to the real estate industry or the requirements for licensure renewal.

1. 57561 Arrange Your Listing for Success (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Focus On Space

D. 1 previously approved limited service agency course offered by an approved school was considered and approved.

1. 57538 Limited Service Agency, 2 hours of Limited Service Agency, NVAR

E. 8 pre-licensing instructor applications were approved.

1. Pamela D. Trotter - Expert (Principles & Practices)
2. Matthew J. Macomber
3. Richard W. Huntley
4. Charles E. Warren
5. Charles M. Reed

6. Leeann P. Carolla - Expert (Principles & Practices)
7. Jeffrey D. Mays
8. Leona M. Nutter

F. 21 continuing/post license education instructors were approved to teach previously approved courses.

1. **Margaret Ireland**, 52699 (Virginia 16-hour Renewal Package Day 1), 52674 (Virginia 16-hour Renewal Package Day 2), 52805 (8-Hour Mandated), 52786 (4 hrs Ethics & Agency), 52803 (4 hours Fair Housing, Legal Updates and Contracts), 52778 (Real Estate Finance Today), 54705 (Agency Law), 54707 (Ethics & Standards of Conduct), 54708 (Fair Housing), 54709 (Real Estate Law), 54700 (Property Valuation/Listing Process), 54701 (Selling Process), 54702 (Finance), 54703 (Technology), 54704 (Business Planning), 52573 (Contracts/Offer to Purchase) NVAR
2. **Laura Pullen and Nancy D. Fortune**, 54013/54014 (Finance 801), Long & Foster Institute RE
3. **Jack P Moriarty** 55664/55665 (How Houses Work II, Structural Sys.), Alpha College Real Estate
4. **Jonathan Sparger, Carmelita Dance, Darlene Bristow, Mary Flory**, 56101/56102 (The World of Warranties), VAR
5. **Anthony Kinch**, 52416/54466 (The ABC's of Home Warranty), Coldwell Banker School of RE
6. **Patrick Dolan & Jeanette Fisher**, 57266/57267 (Home Inspections), 56166/56167 (Fair Housing Act), 56820/56821 (Foreclosure and Short Sales), 56921/56922 (Fair Housing Law), 56405 (2007 New Agency Law in Virginia), 56044/56045 (Breakdown of the New Appraisal & Financing Contingencies), 55831/55832 (Agency Demystified), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for Real Estate Agents), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (The New Regional Sales Contract A Primer), 55555/55556 (The New Regional Sales Contract), 52544 (Unconventional Transactions A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed An Overview of an Alternative Transaction), 56593/56594 (Title Insurance What is it? Why get it), 56919/56920 (Ethics for Real Estate Agents), 56818/56819 (Foreclosure and Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the Virginia Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 55556 (The New Regional Contract in Depth),

- 56166/56167 (Understanding Your Upcoming Virginia Transaction), MBH Settlement Group, L.C.
7. **Jerrie Sexton, Regina Scott, Tim Vohar, Jo Cross and Scott Hardison**, 52585 (Business Planning), 53358 (Selling Process), 52586/52587 (Offer to Purchase), 53586/53587 (Listing Process/Property Valuation), GSH Real Estate
 8. **Perry E. Turner, Jr.**, 57162/57163 (Copyright Seminar), VAR
 9. **Harry Yazbek**, 55827/55828 (Real Property Rights and Public Records), 54763 (Settlement Form Review), 54571/54572 (The IRC 1031 Tax Deferred Exchange), 54569/54570 (The Settlement Process), 56439/56440 (Title Insurance), 54464/54465 (From Contract to Closing), 53785/52029 (Real Estate Contracts/Offer to Purchase), 57720/57721 (Short Sales Strategies -Pending Approval), Coldwell Banker School of Real Estate
 10. **Virginia Turley, Amy White and Craig Canute**, 54055 (Agency), 54377 (Business Planning), 52239/52240 (Ethics), Dulles Area Real Estate School
 11. **Virginia Turley**, 53512 (Core ABR Course), 53516/53517 (ABR Elective - E-Buyer), Dulles Area Real Estate School

G. Other Committee Business

1. Mr. Gaeser mentioned that Short Sales appear to be occurring more often in real estate transactions, and it may be helpful to have an article on Short Sales in the next "VREB Speaking Newsletter."
2. Mr. Hoeft informed the Committee that the Board, at its November 8, 2007, meeting, set July 1, 2008, as its deadline to determine whether it should participate in ARELLO's Distance Education Certification Program (DECP). The Committee agreed that it appears that the Board should require ARELLO certification for all distance education courses, and that this may best be accomplished through the Board approving a Guidance Document and/or a regulatory change. The Committee asked Board staff to investigate these options and report back to the Committee. Education Provider Deanne Wilson of Alpha College of Real Estate asked the Committee to consider the potential cost and time drawbacks for education providers that may be associated with the Board requiring ARELLO certification for all distance education courses.
3. Lili Paulk of the Virginia Association of Realtors asked if the Board would consider allowing the submission of education course applications electronically to save education providers the time and costs associated with submitting four paper copies of each application. After discussion, the Committee unanimously recommended that the Board require that education staff work with approved education

providers to the end that only electronic education course applications be accepted beginning with the January 2009 Education Committee meeting.

- H. There being no further business nor public comment, the meeting adjourned at 4:30 p.m.